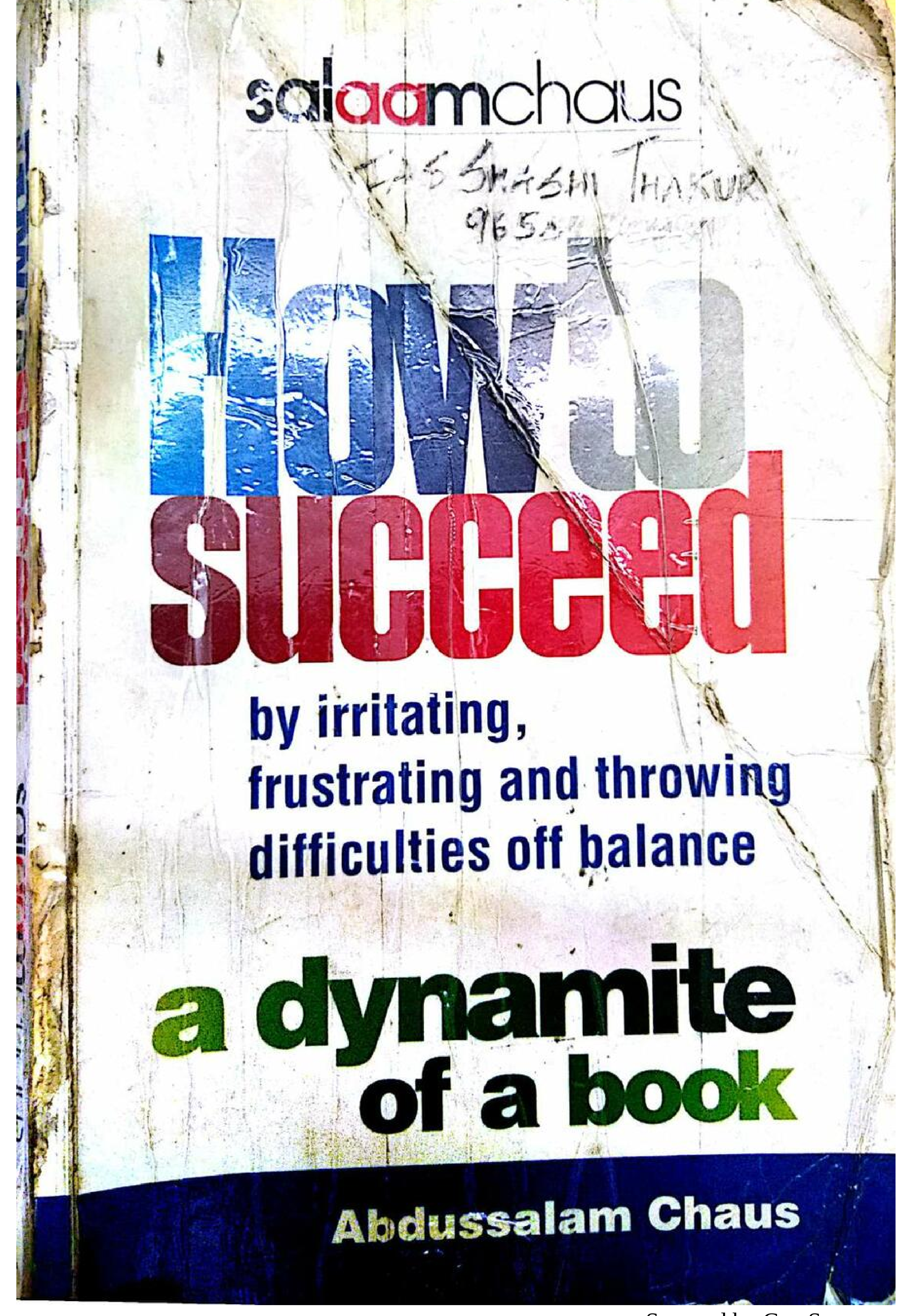

salaamchaus
IAS SHASHI THAKUR
How to succeed
by irritating,
frustrating and throwing
difficulties off balance
a dynamite
of a book
Abdussalam Chaus

→ You get out of life what you put into it.
You have to keep on practicing; keep on rehearsing.... and believe. Never give up believing in your dreams.

→ After you get old,
the thing which would be counted is not the years in your life,
BUT the "LIFE" in your years.

→ "We are all faced with a series of great opportunities brilliantly disguised as impossible situations."

→ "You are what you practice the most"

"You become what you think the most"

→ "In the end, its not going to matter how many breaths you took, but how many moments took your breath away".

→ Successful people are careful in reaching decisions and care full thereoff.

The man of decision cannot be stopped.

→ "Pain is temporary"! It may last a minute, an hour, a day or even a year. But eventually it will subside. If I quit however it will last forever.

→ "A winner never stops trying"

→ "I firmly believe, that any man's finest hour, the greatest fulfillment of all that he holds dear, is that moment when he has worked his

heart out in a good cause and lies exhausted on the battle field."

→ You can express only what is in your consciousness.

→ "Don't sleep until you acheive SUCCESS"

→ "Do every act of your life as if it were your last"

→ Make everyday of your life the best day of your life.

. The reward for a work well done is the opportunity to do more.

If you want your dreams to come true, don't oversleep.

In the recently finished Beijing Olympics, China stunned the world by breathtaking performance and took 100 medals.

India got 3.

Another human being by the name of Michael Phelps made his way to 8 golds single-handedly.

What would you call this? Luck? Accident? or Coincidence?

- We cannot change yesterday, we can only make the most of today and look with hope towards tomorrow.

- Whenever you do a thing act as if the whole world is watching.

"One day in retrospect, the years of struggle will strike you as the most beautiful."

Human beings do not succeed by accident, by coincidence, or as a result of luck.

"Give so much time to improve yourself that you have no time to criticize others."

" Victorious warriors win first and then go to war, while defeated warriors go to war first and then seek to win".

" You must do the things you think you cannot do" – Elanor Roosevelt.

- Always keep a window open in your mind for new ideas.

I maintained my edge by always being a student; you will always have something new to learn.

Your income rarely exceeds your personal development.

Presenting the success system before which difficulties, failures, and obstacles are powerless.

Keep going for success lies just around the corner for those who refuse to quit.

Your ability will grow to match your dreams.

- "Nothing is so fatiguing as the eternal hanging on of an uncompleted task."

- Our intentions create your reality.

How to succeed

by irritating, frustrating and throwing difficulties off balance

- We'll either find a way or make one.

- Failure is never as scary as regret.

What you declare you will achieve.

You don't pay the price for success.
You enjoy the price for success.

Name of the book : **HOW TO SUCCEED**
by irritating, frustrating and
throwing difficulties off balance

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Published : January 2009

Design : Mangesh Shende

Printer : Print House (India) Pvt. Ltd.
R-847/2, TTC MIDC Industrial Area,
Rabale, New Mumbai - 400 701.

Publisher : salaamchaus
110, Jafar Nagar, Jafar Nagar
Masjid complex, Behind Police
Line Takli, Nagpur - 440013.
Phone (0712) 2596945, 2585376

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The business of GIVING

"If you want to make an easy job seem mighty hard, just keep putting off doing it.

"When there is a hill to climb, don't think that waiting will make it smaller".

"Do or do not do. There is no try".

To

Difficulties

Life has two rules :-
#1 Never quit
#2 Always remember rule 1.

"Opportunities are usually disguised as hard work, so most people dont recognize them"

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- Live everyday fully as if it were your last.

- Assert your right to make a few mistakes and learn from them. Mistakes are the lessons of wisdom.

- A wise man makes more opportunities than he finds.

This book is an assertion of and a salute to man's incredible, formidable and superhuman capacity

to achieve the impossible

and show the world by action that...

- Never let your failures go to your heart or your success go to your head.

- Vision is the art of seeing things that are not yet visible.

- In doing what we ought, we deserve no praise, because it is our duty.

- Remember, there will be distractions throughout your life. Dont let any distraction take you away from your goal."

- Most success springs from an obstacle or failure.

Impossible is Nothing

* Watch your "thoughts", they become words.
* Watch your words, they become actions.
* Watch your actions, they become habits.
* Watch your habits, they become your character.
* Watch your character, it becomes your destiny.

- We can do anything we want to, if we stick to it long enough.
- The difference between the impossible and possible lies in a man's determination.
- Courage is not the absence of fear, but rather the judgement that something else is important than one's fear.

→ **M**an is not a creature of circumstances; circumstances are creatures of man.

- Live your imagination not your history.
- A habit is like a cable; we weave a thread of it everyday, and at last we cannot break it – so we must form good, positive and productive habits.
- You can express only what is in your consciousness.

"Give so much time to improve yourself that you have no time to criticize others."

- The habit of persistence is the habit of victory.
- Excellence is not being the best; it is doing your best.
- If you can dream it you can do it.

→ **Y**ou are where you are and what you are because of yourself - **NO ONE ELSE**.

Each day we must strive for constant and never ending improvement.

80% sucess is showing up.

- Ambition is success's best friend.
- There is only one way to fail that is to quit.

Life is too short to fear and ponder over the, "What ifs?"

- Failure doesn't mean that we are off the track to success. It merely forces us to take a detour to success.

- Tomorrow is now.

- If your life is free of failures, you are not taking enough risks.

- Do extraordinary things. Dont just dream them.

Chapter One

- He who asks a question is a fool for five minutes. He who does not ask a question is a fool forever.

- Men succeed when they realize that their failures are the preparation for their victories.

- Remove Failure as an option.

+ Past failures are guideposts for future success.

+ A positive attitude is a powerful force.... it can't be stopped.

+ We are what we are and where we are because we have first imagined it.

+ The one who lacks the courage to start has already finished.

Nature

+ A great pleasure in life is doing what people say you cannot do.

+ We cannot become what we want to be by remaining what we are.

+ If you want to know your past look into your present conditions. If you want to know your future, look into your present actions.

It is our attitude at the end of a difficult task, which more than anything else, will effect its successful outcome.

- Life is either a daring adventure, or nothing at all.

- A person is led on a path that he truly wants to travel.

If you do what you've always done,
you will get what you have always got.

To achieve something
you have never achieved before,
you must do something
you have never done before.

- I don't know the key to success, but the key to failure is trying to please everybody.

- Doing your best is more important than being the best.

- There is no great success without great commitment.

Success is not an accident.
It is no miracle either.
It is simply a matter of cause and effect.

This is not a book based on opinions. Nor has it anything to do with my personal views and ideas.

This book is about nature's laws.

Like the laws of physics, like the laws of mathematics, this book deals with the laws of success - unbreakable, unchangeable, and neutral - which when followed, not only empower you to a superhuman level but will make it impossible for you to fail permanently.

I say 'permanently' because temporary failures are not only possible but they are compulsory part of the success system presented in this book.

Without failures, there can be no real success. Failures are actually stepping-stones. People who are afraid of failures are afraid of their helpers.

When the laws presented in the following pages become a part of you, the entire world will be helpless to defeat your plans.

You can express only what is in your own consciousness.

We live in an unbelievable age where the opportunities are unlimited, conditions are unprecedentedly favourable, simply leaving no excuse to remain a failure.

Nature's laws are formidable, unforgiving, ruthless, just, impartial. They guarantee your success and at the same time also your failure - should you be bent on breaking them.

Nature's laws are straightforward and simple - frighteningly so.

These laws of success have no feeling and they couldn't care less who succeeds and who does not. The further beauty of these laws is that they apply to everyone and produce the same results in any part of the world.

Finally, as you go through these pages you will notice that most of these laws are familiar to you. This is because all the knowledge needed to be a success, all the ingredients required to be a success are already present in you.

As Galileo remarked, 'You cannot teach a person something he does not already know; you can only bring what he does know to his awareness'.

But knowing all the rules and laws in the world will not make any difference unless you

put them into action.

Man is not a victim of circumstances. Somehow or other he is responsible for his circumstances.

These laws have nothing to do with your past or present conditions. The good news is that everyone starts with zero and the laws of success apply equally to all.

There is no reason even to think whether one can succeed or not. Successful people are no basically different from us. As Machiavelli said, 'All men are born and live and die in the same way'.

In spite of the fact that man today performs feats which were once impossible, in respect of nature's laws things haven't changed. Before nature's laws man is as helpless now as he was then. Man's absolute inability to reverse nature's laws ensures that those who follow them must succeed.

Nature's laws cannot be changed, reversed or defied. For example, one of the nature's laws says that you first sow and then you reap. Now just imagine trying to do the opposite.

The most terrifying yet comforting thing about them is that they do not change.

If nature's laws were eccentric as someone would like you to believe, science and technology would have gone nowhere, no such thing called physics or mathematics or electronics would have existed at all.

The guarantee that the sum of two and two is four - always, every time, everywhere, without fail and without exception is the solid base on which your science stands.

It is really comforting, not only comforting but encouraging too, for a person temporarily going through difficulties, to know that he will and must get out of them. Only the knowledge of this fact is enough to produce vitalising effect.

Whether a person breaks nature's laws knowingly or unknowingly does not affect the outcome.

Man can't break nature's laws. If one is bent on becoming successful by violating nature's laws, you should know the result even before it happens. Entire world can come to his help, only to find itself helpless.

Entire nature works in accordance with certain laws. Our inability to understand them is our problem. Whether we recognize them or not, understand them or not, they work all the same.

Nature cares nothing for our logic, it has its own.

Now that you know, success is governed by certain laws, you can be sure that your success will not be dependent on fate. The knowledge that you must finally succeed, gives you power.

Didn't you notice that dawn never failed to follow night and spring was always there after winter?

In the world or in the life, nature's laws reign supreme; actually not reign supreme but these are the only laws that reign.

Nature's justice is a thing to be frightened.

The laws that will be unfolded before you in the following pages are the ones by which everyone who has succeeded has done so, the laws against which human beings are helpless.

Success or failure is all about what road you take. So up to now if you had any excuse for not succeeding, get rid of it. Right away. There is no way you can fail if you are on the road that leads to success.

There is no forgiveness in nature.

Ugo Betti

In nature, there are neither rewards nor punishments; only consequences.

Robert Ingersoll

- People with goals succeed because they know where they are going.
- Excellence is not being the best; it is doing your best.
- When everything feels like an uphill struggle, just think of the view from the top.

Chapter Two

- Each day we must strive for constant and never ending improvement.
- Life is only what we choose to make it.
- In every problem there is a hidden treasure inside. It's your job to find it.
- Never let your fears be the boundaries of your dreams.

- There is no achievement without goals.
- Obstacles dont have to stop you. If you run into a wall, don't turn around and give up. Figure out how to climb it, go through it, or work around it.

The Clarity of Goal

- This one step, choosing a goal and sticking to it, changes everything.
- You must have long term goals to keep you from being frustrated from short term failures.
- The closer one gets to the top, the more one finds that there is no top.

- Failure? I never encountered it. All I ever met were temporary setbacks.

- Choose your dreams and leave your doubts behind.

- Success is all in the mind.

No wind blows in favour of a ship without a destination.

- One must have strategies to execute dreams.
- Intelligence without ambition is like a bird without wings.
- Learn something new everyday. You'll never get old if you do.
- An inventor fails 999 times and if he succeeds once he is victorious. He treats his failures as practice shots.

- You can express only what is in your consciousness.

Definite aim.
Definite goal.
Definite destination.

This is the first condition of success. And also a starting point of success.

Clarity of goal gives power. Clarity of goal clears mind of confusion. Clarity of goal saves us from dissipating our powers, since we know exactly what it is that we want and can concentrate all our powers for the achievement of that single goal.

A person who wanders aimlessly without clear, definite goal is a confused person. What results can one expect from such as one who does not know where he is going?

Goalless person is like a rudderless ship, nobody knows where he will end up.

You must set yourself a clear, specific and precise target, and also a deadline to make it. If a goal doesn't have a deadline, the thing you consider your goal is nothing more than a fantasy.

A clearly defined goal is a beginning of any great accomplishment. By having a clear goal, you know clearly in which direction to channel and focus all your energies till you finally succeed.

Ideal men have least leisure

When you don't have a clear target, your energy is squandered.

The importance of clarity when it comes to goal setting cannot be overstated. If you have a goal clear enough and a desire intense enough, there is nothing that can stop you.

Your mind has the power to give you everything you want, but you should first know what it is that you want. You can't hit a target when you don't know what it is.

One famous sculptor was asked how he carved a wonderful statue from a block of marble; the sculptor replied by saying, 'Nothing', he said, 'I did nothing. The statue was already there, I just chiselled away the unnecessary marble'.

It is true that the statue was already there in the stone and that the chiselling away revealed it. But chiselling away unnecessary marble first requires the knowledge and picture of what you want to end up with.

Whatever a man does, he must first do it in his mind. As Vincent Van Gogh, one of the most famous painters in modern art says, 'First I dream my painting, and then I paint my dream'.

- You can express only what is in your consciousness.

Goals must be written down so that they can be read frequently. The very act of committing your goal to paper brings greater clarity to it.

Even in our everyday life, we are more productive, creative and effective when we are clear about the things we have to do.

Once the goal is clear and set, you need to become so obsessed about it, everything else that is irrelevant to your goal must be swept out of your mind.

Deciding a goal and writing it on a paper is only a beginning. From paper your goal must move on to your mind and get carved there, so that whenever you think, you think about it. You live with it, you eat with it, you sleep with it.

The one thing worse than a quitter is the person who is afraid to begin.

The tragedy in life doesn't lie in not reaching the goal.
The tragedy lies in having no goal to reach.

- Those who are quite satisfied sit still and do nothing; those who are not quite satisfied are the sole benefactors of the world.

- What would you attempt if you knew you could not fail?

- There is a real magic in enthusiasm. It spells the difference between mediocrity and accomplishment.

Germany will either be a world power, or there will be no Germany.

Hitler

- A man's dreams are the index of his greatness.

- He who labors diligently need never despair, for all things are accomplished by diligence and labor.

- Live your imagination, not your history.

Don't settle for less than extraordinary life.

When you are clear and specific about your goal and write it down, you immediately become a different person - confusion-free and confusion-proof. You instantly feel more in control of yourself.

When your goal becomes clear you know where to focus your thoughts. Thus you focus on what you want and never think about what you don't want.

Set a goal. Nobody has ever reached his goal without first knowing what it was. The clearer the goal, the greater the power. The world turns aside to let any man pass who knows where he is going.

When we decide what we want, we make the most important decision of our life.

A Scottish historian Thomas Carlyle has this to say about the clearness of purpose, 'A person with a clear purpose will make progress on even the roughest road. A person with no purpose will make no progress on even the smoothest road'.

So much for the clarity of goal. Now on to the next law.

- A mans dreams are the index of his greatness.
- Every great success was once considered impossible.
- Nothing is real as a dream. Have the courage to reach for it.
- You can do it if you put your mind into it.

Chapter Three

- Ambition is success's best friend.
- What is FEAR? F- False, E- Evidence, A- Appearing, R- Real. Dont be afraid of any false evidence and just do it.
- There is only one way to fail and that is to quit.

- Don't lay your success of today lay you into complacency for tomorrow. for that is the worst form of failure.
- It is no sin to attempt and fail. The only sin is to not make an attempt.
- Ideal men have least leisure.

Desire

Set Ablaze

- If you worry about yesterday's failures, then today's success will be few.
- Get enthusiastic and excited about your dreams. This excitement is like a forest fire – you can smell it, taste it, and see it from a mile away.

- Nothing is real as a dream. Have the courage to reach for it.
- Happy are those who dreams and are willing to pay the price to make them come true.
- Success is determined by those who prove the impossible to be possible.
- Every great achievement was once considered impossible.

Be careful what you set your heart upon - for it will surely be yours.

James Baldwin

- Seek not outside yourself for success lies within.
- Embrace life, have confidence in yourself, take action.
- Never give up on a dream just because of time it will take to accomplish it. The time will pass anyway.

You can express only what is in your consciousness.

Now that you have decided your goal, back it up with an intense desire to achieve it.

Make an obsession of your goal. Live with it. Eat with it. Sleep with it. Success will be magnetically drawn to you.

When one's desire is intense enough; a normal, ordinary person will appear to possess superhuman powers.

The question is not whether you will succeed or not, the question is how badly you want to succeed?

When your desire is burning enough, there is nothing that can stop you. A single human being isn't there who has power over you to stop you from reaching and achieving your goal.

No matter what obstacle comes your way, you will find a way to go over it, under it, around it or through it. What a formidable law of nature. An apparently helpless person appears to be a giant when he really believes this law.

Out of the few laws of success presented in this book, this one, apart from being one of the most powerful laws is also intriguing - which states that as you march towards your goal with desire that is intense, so very intense that each time you come across a difficulty on the way, your desire gets even

not easily disturbed, upset or excited.

more intense and magical things begin to happen.

No sooner does one door close, another door throws itself open - automatically, instantly and without fail.

The knowledge of and confidence in this fact makes you so utterly imperturbable - that those who will close a door on you will be thrown off balance.

For a person whose eyes are set on a clear goal, no obstacle is insurmountable. Obstacles are helpless before him.

No doubt - not a bit of doubt concerning the fact that if you have the desire – the overwhelming desire, there is nothing that can prevent you from getting there.

Your desire has neither meaning nor impact unless you are mad after your goal.

Other people's opinions about what you can do and what you can't have nothing to do with your success. What YOU think is everything to do with it.

When we want a thing intensely, this feeling of desire reinforces our will and awakens in us the determination to work for our desired goal.

When you know what it is that you want and want it badly, entire universe comes forward to help you succeed.

- I like the dreams of future better than the history of the past.
- Above all life should be fun.
- Go as far as you can see, and when you get there you will see further.
- No one knows what he can do until he tries.
- Success is willing to do what the average person is not willing to do.

When the pupil is ready, the teacher appears.

A saying

- What am I willing to sacrifice to become what I want to become?
- Always look at what you have left and what is left to come. Never look at what you have lost.
- Live with passion.
- Keep on trying..... each failure is one step closer to a success.

- Tomorrow is now.
- Step by step. I can't think of any other way of accomplishing anything.
- To win, you have to risk loss.
- High expectations are the key to do everything.

Chapter Four Thought

- It is not the mountain we conquer but ourselves.
- If what you did yesterday seems big, you haven't done anything today.

Always do your best. What you plant now, you'll harvest later.

You don't just stumble into the future; you create your own future.

No dreamer is ever too small; no dream is ever too big.

Do not let what you cannot do interfere with what you can do.

The harder you fall, the higher you bounce.

Choose your dreams and leave your doubts behind.

Success is all in mind.

Real success is not having things, but having victory over yourself.

Concentrated thoughts produced desired results.

It's not whether you get knocked down its whether you get back up.

Your dreams minus your doubts equal your true north.

You are today
where your thoughts have brought you.
You will be tomorrow
where your thoughts take you.

Your success is only limited by your desire.

Never stop learning. If you learn one new thing every day, you will overcome 99% of your competition.

- You can express only what is in your consciousness.

Computers, cars, jets and skyscrapers. Where do you think these came from? Where else but from man's thoughts?

Saying that thinking plays a very important role in our life will be actually underestimating the power of our thoughts. The fact is, our thoughts are we.

Our thoughts are our best friends but can also be our worst enemies. The good news is, it is we who decide what to make of them.

Negative thinking depletes our energy and renders us powerless. Right thinking energizes us and empowers us.

Man's greatest limitation is the one created in his own mind by his own thinking. There are no limits other than self-imposed ones. **Man's capacity is infinite. Man's potential is unlimited.**

Nothing in the world will help you achieve what you want to achieve if you think you may not be able to do so.

We finally become what we think. So why think about what we don't want, why not focus on what we want.

One experiment was conducted by a primary school teacher upon her pupils, which

Thoughts are like an inferno flame; small thoughts produce small heat, and big thoughts make an inferno.

shows how human beings move in the direction where their thoughts take them.

The teacher told her class that in a recent scientific study it has been discovered that children with blue eyes have a greater natural ability to learn things faster while those with brown eyes are slower to learn.

Then she divided the class into two clear groups. One group was of the children with blue eyes, another was of the children with brown eyes.

After a week or so, it was noticed that the achievement level of the children with blue eyes had considerably gone up, while the performance of the children with brown eyes fell noticeably and measurably.

The next day the teacher made a shocking announcement to the class. She said she had made a mistake - a big mistake.

That she had told them the exact opposite of what the result of scientific study said.

She said, 'It was the children with blue eyes who were slower to learn and not the children with brown eyes. The children with brown eyes were actually sharper, more intelligent and faster to learn'. 'Sorry for the mistake, children, really sorry', she added.

Ideal men have least leisure.

When the teacher made the opposite announcement, things started getting opposite too. In another week, the performance of those with brown eyes improved rapidly while that of blue eyes went down.

As you can see, there is nothing to do with the colour of our eyes – but everything to do with the colour of our thinking.

Success doesn't just happen. Success doesn't come by chance. The wins recorded by the greats like Muhammad Ali and Michael Phelps are first produced in their mind. The picture of their success was vivid and clear in their minds before their success materialized.

The Olympic swimmer Michael Phelps' mother says about his son, 'He can go into the 200 butterfly knowing he needs to do the first 50 in 24.6 seconds to break the record and can put that time in his head and make his body do 24.6 exactly'.

→ Concentrated thoughts produce desired results

Once you start buying first aid kits, you start having accidents.

George Mikes

→ A mans dreams are the index of his greatness.

- Success is stand in the presence of God unashamed.

- Success is not the position you stand, but the direction in which you look.

- Effort equals results.

- A mans dreams are the index of his greatness.

Chapter Five

- Do your work with your whole heart, & you will succeed because there is so little competetion.

Success could be described as 50/50 - 50% vision and 50% action.

- Man is what he believes.
- With each choice you make you create your life.
- The door to success is one marked PUSH.
- Think BIG! You are going to be thinking anyway.
- Dont wish for it.... work for it...

Attitude

Is all what matters

- Focus on where you want to go, not where you currently are.
- The only thing you have to fear is not giving 100%.
- Everything you want is on the other side of fear.
- Develop the habit of changing your

- learn to listen. Opportunity sometimes knocks very softly.

- From a certain point onwards there is no longer any turning back. That is a point that must be reached.

- You are successful the moment you start moving towards a worthwhile goal.

Change the angle, Change the view.

- Failure is just an opportunity to begin again ..... this time more wisely.

- Great things are completed by talented people who believe they will accomplish them.

- You can express only what is in your consciousness.

Change the way you see it. What you see will change. It's as easy as that.

Such is life. Your attitude decides what you see when you see. It is how you see decides what you see.

Things have only as much meaning or value or import as YOU give them. When you change your thinking, you change your life in seconds.

When a certain event affects us, it is we who have given it the power to do so. The event itself has no power. Its power comes from the way you represent the event to yourself.

Take the example of the word 'no'.

When someone says 'no' to us, we may get angry, we may get sad, or we may not care at all. How we react to it is not decided by the word 'no'.

How we react to it is decided by how we see it. As of itself, there's no power in this two-letter word.

The one power which cannot be taken away from you is how you react to any given

Ideal men have least leisure

situation that can possibly arise. You may not be able to control how the other person behaves, but you can always control how you react to it.

Yes. This is in your power. Be a master of yourself. Be a master of your attitude.

There is not one single force in the world that can frighten or threaten you when you follow nature's laws.

At times, you may not have freedom to choose what happens to you, but you always have freedom and power to choose how you react to it.

The most remarkable and amazing thing about man is his irrepressible ability to choose his reaction in any given circumstances.

- A superior man is modest in his speech, but exceeds in his actions.

- When you think you cant ..... revisit a previous triumph.

Sometimes things become possible if we want them bad enough.

A mans dreams are the index of his greatness.

The story of the tyre

It happened some fifteen years ago. When I expressed my decision to buy a car, I was met with a challenge of buying a tyre - let alone a car.

The result was, I went ahead and bought a car.

Anyone can. But it becomes easier when you have someone at hand who can challenge you to buy a tyre - not a car.

Moral of the tyre story:-

1. When provoked, you can either get angry, make a fuss, throw tantrums or you can resist the temptation to do so and answer back the provocation by silent work.
2. Our enemies are our real helpers, so to speak.

This world is not governed by random, self-contradictory, eccentric, ineffective laws made by human beings. This universe runs according to the fixed, unchangeable laws that do not care about who thinks what.

When obstacles come in your way, it's again a matter of attitude, you can choose to curse them, throw tantrums, or even give up. Or you can choose a totally different approach and ask, what's the opportunity here? How can I

In nature their are neither rewards nor punishments, only consequences.

benefit from it? How can I surmount it?

When you take the latter approach, it is obvious that you have consciously chosen to stay in control.

We can't always control what happens to us. But we can control our reaction to it. Always.

A block of granite can be an obstacle in the path or can be a stepping stone depending upon what you make it, how you choose to see it.

It's not circumstance that causes discouragement, but our own reaction to that circumstance. Nothing is calamitous by its very nature. It is our attitude towards events what matters, not events themselves.

As John Milton, an English poet says, 'The mind is its own place, and in itself can make a heaven of hell and a hell of heaven'.

- Courage is facing your fears... Stupidity is fearing nothing.

- Great works are performed not by strength, but perseverance.

A man's dreams are the index of his greatness.

For instant de-confusion, put it on paper.

It is astonishing that such a simple act as putting things on paper instantly produces clarity.

Sometimes something appearing like a monster can turn out to be a mosquito because of simply putting it on paper. Putting things on paper helps us to see the matter as it is. Vagueness is replaced by clarity. When there is clarity, there is no confusion. Clarity and confusion cannot co-exist.

Simply by changing the approach, you instantly change the thing from trivial to life-and-death, and vice versa.

When you have many things to do, you can add to confusion by the way you look at it or you can keep your mind clear of confusion and get all things done one by one.

It is how you approach it.

- To be a champion you have to believe in yourself when nobody else will.

- Society may predict but only I can determine my destiny.

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- A mans dreams are the index of his greatness.
- Accept the past for what it was. Acknowledge the present for what it is. Anticipate the future for what it can become.
- Man is so made that when anything fires his goal, impossibilities vanish.

Chapter Six

- Picture in your mind a sense of personal identity.
- Twenty years from now you will be more disappointed by the things you didn't do than by things you did do. So throw off the bowlines! Sail away from the safe harbour. Catch the trade winds in your dreams.
- If we were to achieve results never before accomplished, we must expect to employ methods never before attempted.
- There is always a better way.
- Happiness is the highest level of success.

Faith

- Believe in yourself and you will be unstoppable.
- In each of us there are places we have never gone. Only by pressing the limits do you ever find them.
- Victory belongs to the most persevering.

- Enthusiasm finds the opportunities, and energy makes the most of them.
- If you proclaim it and believe it, you will absolutely achieve it.
- Don't be afraid of the space between your dreams and reality. If you can dream it you can make it.
- Ideal men have least leisure

Ultimately the only power man can rely on is the power of FAITH.

- Continuous effort not strength or intelligence is the key to unlocking your potential.
- Real leaders are ordinary people with extraordinary determination.
- Don't think problem, think opportunity.

- You can express only what is in your consciousness.

Belief is a major prerequisite for success.

Success or failure begins with belief.

Belief is one of the greatest powers upon the face of the earth. Unlimited number of astounding miracles can be traced back to this power source.

As they say, whether you believe you can do it or you believe you can't do it, you are right both ways.

If you go by the laws of aerodynamics, for example a butterfly should not be able to fly. But the butterfly does fly. The reason is it doesn't know that it can't fly.

When you declare you can't do a certain thing you shut down all the ways and possibilities that would have otherwise helped you to do it.

Likewise when you say that you can and you will do something, you open up all the ways and possibilities that will ultimately help you succeed in doing it.

Faith is the reservoir, from which we draw power.

Charles A. Anspach

Ideal men have least leisure

An unbelievable story .... of belief.

There was a girl by the name of Wilma Rudolph. Born immaturely in a black family, her weight being around two kilograms at the time of her birth.

She was crippled by polio during her early childhood.

One doctor told her mother that the condition couldn't be cured. But the doctor's verdict wouldn't affect the mother.

Wilma says while bringing back the memories of her childhood, 'The doctor said I would never walk again, my mother said I would. I believed my mother'.

Wilma's mother found out that there was a hospital some eighty kilometres from her place where her daughter could be treated. Wilma's mother took her daughter there twice weekly for two years on end.

After two years' treatment, Wilma was able to walk with the help of crutches.

Finally, at the age of twelve, she began walking normally without crutches.

At the age of sixteen, in the 1956 Olympics she won a bronze in the 4 x 4 relay.

Wow!! Kya baat!! Kudos!!

In the 1960 Olympics, she became the first American woman to win three golds in the Olympics.

Hurrah!!

The story of a mountain

One woman once came across the following verse from the Bible.

'If you have faith as a grain of mustard seed, you shall say unto this mountain, remove hence to yonder place, and it shall remove and nothing shall be impossible to you'.

Upon reading this, intrigued by curiosity, she decided to check out if it was true. So the same night before going to bed she commanded the mountain through the window of her room, thus, 'Leave the place where you now stand and move yourself one kilometre behind. It's okay if you take your time and do so any time till dawn'.

Upon waking, she looked out the window first thing but the mountain hadn't moved.

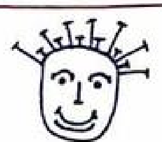
She was not surprised much. She was doubtful enough already about the possibility of a mountain moving to yonder place.

She said, 'I knew that, how can a mountain move?'

Irrespective of who thinks what, faith remains the power that moves mountains and more, even if it is in quantity as small as a grain of mustard seed.

- If you want to double your success rate you need to double your failure rate.
- In the middle of difficulty lies opportunity.
- Thought is the original source of all wealth, all success, all material gain, all great discoveries and inventions and all achievement.

When we do what we can, God will do what we can't.



- Continuous learning is the minimum requirement for success in any field.
- The harder I work the luckier I get.

Along the way, you will inevitably come across negative people, both well-intentioned as well as bad-intentioned. But you know negative is negative irrespective of the intention of the person.

It's not only best to avoid such people but it's must to keep clear of them. The test of your belief is in how you respond when somebody casts a doubt over your plan which in the first place you need not have made open.

If your belief is weakened when you find that others do not believe in your belief, you know what your belief is worth. Your belief is only meaningful when it is strengthened every time someone expresses doubt about its success.

While it may not be possible to totally avoid the negative people who are near to you, it's possible to avoid the side-effects by surrounding yourself with a tight security cover through which negative thoughts cannot enter.

> There is much in the world to make us afraid; there is much more in our faith to make us unafraid.
>
> *Frederick W. Cropp*

If at first you don't succeed, dust yourself off and try again.

Spectacular achievement is always preceded by painstaking preparation.

Failure is never as scary as regret.

Have a Dream so Big that you cannot achieve it until you grow into a person who can.

- The one thing winners do that separates them from the ~~leaders~~ losers, is winners take action.

- Quality is not an act it is an habit.

- Develop the habit of changing your habits.

- Within us there are seeds of triumph or defeat. Which seeds will you plant?

Chapter Seven

Action Only

Always do your best. What you plant now you'll harvest later.

If you continue to work hard success will follow you.

Dreams are the reality of tomorrow.

There will never be another now, I will make the most of today.

There will never be another me. I will make the most of myself.

- Commit yourself to lifelong learning. The most valuable asset you will ever have is your mind and what you put into it.

- If I can dream I can act and if I can act I can become.

- Believe you'll be successful and you will.

- I am captain of my soul. I am the master of my fate.
- Dream big dreams. Only big dreams have the power to move men's souls.
- The law of cause and effect: If you do what other successful people do you will eventually get the results that other successful people get.
- A mans dreams are the index of his greatness.

Do not tell the world what you can do - **show it.**

- when you start doing what you love to do, you will never work another day in your life.

You can express only what is in your consciousness.

We only get out of life what we put in

Action is the answer.
Action is the solution.
Action is the key.

Action is power.

Action is what brings things about.
Action is what produces results.
Action is what differentiates people from people.

The solution to problem is action.
The key to power is action.
The secret of success is action.

Everything boils down to action.
Everything points to action.

Remember action is everything. Successful people are intensely action-oriented. It is action what made them successful in the first place.

Action is everything because unless you take action you remain where you are.

Success is the product of hard work. The secret of success of every successful person lies in the fact that he formed the habit of doing the

Ideal men have least leisure ·

things that unsuccessful people do not like to do.

It isn't that successful people do those things because they like them. But the psychology of successful people is that what needs to be done must be done whether you like it or not. That's all.

People who have succeeded have worked while others idled; have persisted while others gave up in despair.

All successful people work hard. In order to succeed, you have to be prepared to give up all pleasure and comfort. It will not just happen. You will have to bring it about through hard work, through your ability to work in spite of anything - through your determination to work irrespective of whether you feel like it or not.

Your situation will not magically improve on its own. Your situation will not improve unless you do something about it. You have to push yourself continuously till the work is finished. Work will not be finished on its own. Every great success is preceded by a long period of hard work with clear goal in mind.

Newton's first law of motion

How and why it came to be called Newton's law, I do not know. Call it a Newton's law or a nature's law, presently it's a success law.

This law states that an object moving in a straight line will continue to move in a straight line unless acted upon by an outside force. This law also states that an object at rest will stay at rest unless a force moves it.

This law means, in other words, if we are sitting comfortably in an easy chair, we tend to be sitting there unless we exert force to get out of it.

This law means, getting started requires some effort, but it is easier to keep going once you start. Take advantage of this law. Take decision and start action.

Concentrate all your energy and intensity on the successful completion of your current project. Success requires that you should single-mindedly apply yourself to one goal – till you finish it.

Purpose of goal-setting and decision-making is the same. Without a clear goal and clear decision, concentrated action is not possible. Be aware that you are not going to succeed without paying the price of success.

- The key to unlocking my potential is within me. It is the power of my thought, my vision, and my commitment.

- Everything changes when you change.

- When you think big your results are big.

- Your current conditions do not reflect your ultimate potential.

There is just no substitute for

hard work

- You can only express only what is in your consciousness.

WORDS WORDS WORDS WORDS WORDS WORDS

Do not say - I can do this, I can do that. If you really can, **show it.**

Words are impotent.

Words are meaningless.

Words are ineffective.

So keep your goals with yourself. Let only results speak. There is nothing more effective, more important and more powerful than silent work.

Where action is called for, words are nothing different from trash, nothing more than laughing stock.

See the paradox. Words are the greatest gift to man; at the same time words are the greatest hindrance to man's progress. Because where action is required, there is no place for words.

However vigorous, however forceful, however convincing, however mesmerising, they are still helpless in their ability to produce results. Results can be brought about only by action.

Talk won't get you there.

Words won't get you there...

Only action will.

- A mans dreams are the index of his greatness.
- You can express only what is in your consciousness.
- Success is more attitude than aptitude.
- The habit of persistence is the habit of victory.
- Don't limit your challenges; challenge your limits.

Do not say, DO!

- Each day we must strive for constant and never ending improvement.
- Approach the start of each day with something in mind and end the day with one word.... DONE.
- Fear is met and destroyed with courage. Again and again when the struggle seems hopeless and all opportunity lost, the one with the little more courage, and a little more effort will have victory.

→ Courage is facing your fears. Stupidity is fearing nothing.

→ Good things come to those who hustle while they wait.

→ Our ideas are like diamonds.. Without the refining process, they are just a dirty rock, but by cutting away the impurities, they become priceless.

Doing is power.
Doing is everything.
Doing is the only thing.

→ To be a champion, you have to believe in yourself when nobody else will.

→ Time, patience, perseverance will accomplish all things.

→ Society may predict but only I can determine my destiny.

- To change bad habits, we must study the habits of successful role models.
- He who conquers others is strong. He who conquers himself is mighty.
- JUST DO IT!
- Dont wish for it... work for it!
- Believe in yourself and you'll be unstoppable.

We judge ourselves by what we feel capable of doing, while others judge us by what we have already done.

Henry Wadsworth Longfellow

First do it, then say it.

Russian proverb

- Its a funny thing in life; if you refuse to accept anything but the best, you often get it.
- Creativity means, believing you have greatness.
- No man ever became great without many and great mistakes.

- You can express only what is in your consciousness.
- There are no failures; only those who give up soon.
- Never let your fears be the boundaries of your dreams.
- Do not settle for less than an extraordinary life.

The heights by great men reached and kept,
were not attained by sudden flight.
But they while their companions slept,
were toiling upwards in the night.

Henry Wadsworth Longfellow

- There is no shortcut; victory lies in overtaking obstacles everyday.
- In long run we only hit; what we aim at.
- Believe that you have it and you'll have it.

- Ideal men have least leisure.

The thing that counts is not what we can do but what we actually do.

Leo L. Spears

Do not waste a minute - not a second - trying to demonstrate to others the merits of your performance. If your work does not vindicate itself, you cannot vindicate it.

Thomas W Higginson

I see no virtues, where I smell no sweat.

Francis Quarles

The greatest thing about man is his ability to transcend himself, his ancestry, and his environment and to become what he dreams of being.

Tully C. Knoles

I know of no more encouraging fact than the unquestionable ability of man to elevate his life by a conscious endeavour.

Henry David Thoreau

Self-discipline is the ability to make yourself do what you should do, when you should do it, whether you feel like it or not.

Elbert Hubbard

Work is the grand cure of all the maladies and miseries that ever beset mankind.

Thomas Carlyle

→ You can express only what is in your consciousness.

→ If mind can believe, mind can achieve.

→ Winners are ordinary people with extraordinary heart.

→ A mans dreams are the index of his greatness

Up, sluggard (a lazy person), and waste not life,
in the grave will be sleeping enough.

Benjamin Franklin

- Success in the end erases all the mistakes along the way.

- Think BIG! You are going to be thinking anyway.

- Out of difficulties grow miracles.

"When you do what you fear the most, then you can do anything."

- "A man is a success if he gets up in the morning and goes to bed at night and in between does what he wants to do"

- Bob Dylan - Singer. song writer

Do not let the future be that time when you wish you would have done what you are not doing now.

Do it now.

- A man's dreams are the index of his greatness.

Planning

Without a plan of action there's nowhere to go – only a drifting, aimless, confused life.

Without planning, there is no hope of success. After the goal is clear, a plan to achieve it is the next step. The man who plans knows where he is going, and is able to track his progress.

Every minute spent in planning saves more time during execution. Action without planning is like aiming without target, which will not yield anything. Action without planning is the cause of most failures.

"You can express only what is in your own Consciousness."

- Ideal men have least leisure.

If I had eight hours to cut down a tree,
I'd spend six of them sharpening my axe.

Abraham Lincoln

Plan is nothing, planning is everything.

Napoleon

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Fear and courage

The most drastic and usually the most effective remedy for fear is direct action.

If fear is cultivated, it will grow stronger, if faith is cultivated, it will grow stronger too. It is up to us to decide what we want to give strength to.

The surest and fastest way to create confidence that you can do something is to do it just once. Once you succeed in doing it, the example serves to further strengthen your confidence.

> Do the thing you fear, and the death of fear is certain.
>
> *Ralph Waldo Emerson*

Do not wait. Begin.

A journey of a thousand miles begins with the first step.

What a cliché!
But what a fact, too!

If you are waiting for the right time to start, let me be the first to tell you that it will never come.

The point is, you have to start now, with what you have, from where you are. And along the way you will find all you need to finish what you've started.

> Man who moves mountains begins with small pieces.
>
> *Chinese saying*

> Just begin and the mind grows heated; continue, and the task gets completed.
>
> *Goethe*

> Do what you can, with what you have, right where you are.
>
> *Theodore Roosevelt*

> Everyone must row with the oars he has.
>
> *A saying*

SUCCESS STEPS

1. Decide exactly what you want.
2. Write it down in a specific language.
3. Set a deadline.
4. Make a list of things you'll need to do.
5. Put the list in proper order.
6. Take action immediately.
7. Persist till you make it. DO NOT QUIT.



- Anything you vividly imagine, ardently desire, sincerely believe, and enthusiastically act upon must come to reality.
- If you continue to work hard success will follow you.
- I don't dream at night, I dream all day; I dream for a living.

- You can express only what is in your own consciousness.
- Fear begins to melt away, when you begin to take action on a goal you really want.
- Hope doesn't guarantee anything, hardwork does.
- First do it, then say it.

Chapter Eight Difficulties

- We are what we are and where we are because we have first imagined it.
- When facing a difficult task, act as if you cannot fail.
- A mans dreams are the index of his greatness.
- It is the law of nature that whatever you give out must return to you with interest.

- Low class men desire wealth; middle class men both wealth and respect; but noble men, honour only; hence honour is the noble man's true wealth.
- A learned man is honoured by people. A learned man commands respect everywhere for his learning. Indeed learning is honoured everywhere.

- Dont settle for less than extraordinary life.
- If you get to learn something even from the worst of creatures, dont hesitate.
- The biggest guru-mantra is never share your secrets with anyone. It will destroy you.
- A man is great by deeds not by birth

Difficulties are blessings.
Difficulties are opportunities.
Difficulties are energizers.
Difficulties are vitalizers.
Difficulties are motivators.

Only difficulties can awaken the giant within you.

- Do not reveal what you have thought upon doing, but by wise council, keep it secret being determined to carry out in execution.
- We need men who can dream things which never were.

- A mans dreams are the ~~gre~~ Index of his greatness.
- You can express only what is in your consciousness.
- Imagination rules the world.
- He who dares, Wins!!
- The secret to success is to do common things uncommonly well.

Welcome difficulties!

- Every great success was once considered impossible.
- Success is to stand in the presence of God, unashamed!!
- As a whole forest becomes fragrant by existence of a single tree with sweet smelling blossoms in it, so a family becomes famous by birth of a virtuous son.

I hope you have read correctly, it is 'welcome difficulties', not 'welcome to difficulties'.

I am not welcoming you to difficulties. I am asking you to welcome difficulties like you would welcome your guests.

There have been people who have gone through difficulties of such magnitude, most of us can't even imagine. So it is a safe bet to say that most of the happenings we tend to call difficulties may not be difficulties at all. But if they really ARE difficulties, nothing better than that. No one has come out of difficulties without being benefited.

When difficulties and obstacles are welcomed with unswerving calmness and faith, they start looking for somewhere else, because your calmness unsettles them or takes away their calmness, in a manner of speaking.

Once you know and really believe that every difficulty, every obstacle, every adversity, every setback, contains in it - as its integral part - the seed of an equivalent or greater benefit, you start looking at difficulties in a totally different light.

When setbacks come to you, in a sense, they ought to be welcomed. First because, they

do not come to you to stay for ever. Secondly, they won't go back without giving some solid benefit.

This being the case, always welcome them. When you receive setbacks like this, they get upset and unsettled. Because this is the exact opposite of what they expect. It's like pulling the rug from under their feet.

Welcome them and they will instantly know that you are not the right person for them. They will be uncomfortable in your presence.

You cannot avoid difficulties by trying to avoid them, but you can make them run away by welcoming them. Loss of hope or confidence

It's the fate of difficulties that they must leave. How much should we care for those who must finally leave? When confronted with difficulties do not be discouraged. Despondency is the most unprofitable feeling a man can indulge in. Difficulties must finally go. **You must finally succeed.**

Difficulties are a part of life. Difficulties are inescapable. Trying to escape the inescapable is a waste of energy, time and what not, and is bound to bring frustration. So, do not try to avoid difficulties. Do the opposite. Render difficulties impotent by not being affected by them.

We need setbacks and difficulties, because apart from being our benefactors, they are also our teachers. Failure and setbacks make you stronger and more determined.

Difficulties need not be discouraging; on the contrary they should be seen as positive experiences. Difficulties of today are but the price we must pay for the success of tomorrow. No difficulties, no success.

You are the most fortunate person if you are surrounded by difficulties. Difficulties are ultimate motivators. Instead of them stopping you from reaching your goal, let them and make them push you to your goal.

The moment difficulties are taken out of our life, we stop growing. Because growth requires challenges. It is not the facilities, the comforts, the ease that makes man. It is difficulties that make man.

Because of difficulties only do we come to know what we are capable of. Difficulties sharpen our skills and strengthen our nerves.

Success is on the other side of frustration. When you know for sure that it is so, you will not care about frustration. You will only try to find a way past it. But the person who can't see beyond

- A man's dreams are the index of his greatness.

will get stopped when met with frustration.

Successful people realise that success is what remains when failures are exhausted. The key to success is seeing possibilities where everyone else sees only impossibilities.

Most successful people will tell you they are where they are only because of difficulties.

Life will not only be boring but unbearable too if all pressure, tension and difficulties are taken out of it.

Difficulties by their very nature are helpful, like for a person who wants to climb a mountain, roughness of the surface is more helpful than the smoothness of it.

Life is not one smooth road, which in itself is a blessing, especially for a person who wants to climb high. A steep climb is not easy or even may not be possible on a smooth surface.

A person with a goal and a plan and a determination to get there has difficulties worried. Because difficulties have their limitations. They know they have no power over such a man.

Q. What power can difficulties have over you?

A. Not more than you allow them to have.

Ideal men have least leisure.

Difficulties can give you power, or take away your power. Interestingly or ironically, difficulties are incapable of deciding what to do. So the choice finally becomes yours.

A biggest failure, a biggest problem, a biggest obstacle can be the biggest turning point in your life.

When one door shuts, another opens.

What a frightening law of nature that when one door closes another opens. There is nothing frightening about this, actually. But still the frightening part IS there, which is, the law has no exception.

What's more frightening is, it applies to every single soul irrespective of their colour, size, weight, anything. What law! What incredible law!

Difficulties energise us, difficulties empower us, difficulties strengthen and reinforce our will.

Those who have never gone through difficulties live in a very different world, never know the joy of what follows. I've never experienced a difficulty that was not followed by ease.

A mans dreams are the index of his greatness.

There is nothing that can happen to you better than difficulties.

In the words of Alexander Graham Bell, 'When one door closes, another does open; but we often look so long and so regretfully upon the closed door that we do not see the ones which open for us'.

There is always a way and you shall find it.

Success comes to the man who when confronted with difficulties knows with deep conviction that there is a way out. Success comes to those who disregard discouragement.

Never worry - when things seem impossible to be handled, know that nature is preparing a way out for you.

The lowest ebb is the turn of the tide.

Henry Wadsworth Longfellow

Suffering, when it climbs the highest, lasts but a little time.

Aeschylus

Things often appear harder when you add them all together. This is not how to do it. Never add tomorrow's things to today's. Only do what you need to do now. Only one thing at a time. It

Ideal men have least leisure

will do well to remember, you can never do two things at a time.

The shortest way to do many things is to do only one thing at a time.

How to eat one whole elephant?

The answer is, one bite at a time. How else?

More on difficulties

Adversity causes some men to break; others to break records.

William Ward

Man needs difficulties; They are necessary for health.

Carl Jung

The harder the conflict, the more glorious the triumph.

Thomas Paine

The gem cannot be polished without friction, nor man perfected without trials.

Chinese Proverb

Men learn little from success, but much from failure.

Arabic proverb

Success is ninety-nine percent failure.

Soichiro Honda

A mans dreams are the index of his greatness.

The weak sinews become strong by their conflict with difficulties.

Edwin Chapin

** Every knock is a boost. **

Elbert Hubbard

What is difficulty?

A bugbear to children and fools; only a mere stimulus to men.

Samuel Warren

Rocks have been shaken from their solid base, but what shall move a firm and dauntless mind?

Joanna Baillie

The longer we dwell on our misfortunes, the greater is their power to harm us.

Voltaire

If you find a path with no obstacles, it probably doesn't lead anywhere.

Frank A. Clark

Difficulty is the nurse of greatness.

William Cullen Bryant

disturbable

The great man is not convulsible or tormentable; events pass over him without much impression.

Ralph Waldo Emerson

→ If you want your dreams to come true, don't oversleep.

→ The happiness of life depends on the quality of your thoughts.

→ Its kind of fun to do the impossible.

→ You can express only what is in your consciousness.

→ Fear starts to melt away when we start taking action towards our dreams.

→ As a night looks delight ful when the moon shines, so is a family gladdened by even one learned and virtuous son.

Chapter Nine

Risk

→ Ideal men have least leisure.

→ A mans dreams are the index of his greatness.

→ In nature their are neither rewards nor punishments only consequences.

- Learning is like crow of desire. It, like her, yields in all seasons. Like a mother, it feeds you on your journey.
- Therefore learning is a hidden treasure.

Take everyone's advice,
then do the opposite.

- Ideal men have least leisure

- You can express only what is in your consciousness.
- The one person whom it is most necessary to reform is yourself.
- A mans dreams are the index of his greatness.

What is risk?

Risk is your security in life.
Risk is your insurance.
Risk is your ray of hope.

How about security?

Security is risky.
It is dangerous.
It either does not exist or if it does at all, it is on the other side of risk.

- In nature their are neither rewards nor punishments; only consequences.
- Ideal men have least leisure.

A mans dreams are the index of his greatness.

What good is a cow that neither gives milk nor conceives? Similarly, what is the value of birth of a son if he becomes neither learned nor a pure devotee of lord.

The history of mankind is the history of risk-taking.

As gold is tested in four ways by rubbing, cutting, heating and beating.. so a man should be tested by these four things: his renunciation, his conduct, his qualities, and his actions.

Risk is inherent in any normal activity of human life. In the business of life, risk is one thing you cannot escape altogether. And you shouldn't try to do it also.

The desire for security stands between you and your goal, which can be yours if you didn't put this block in your way.

Be not afraid of risk. Being afraid of risk is being afraid of life. So go ahead. Take action. Bring it about.

It has been my way all my life to respect experts, and watch them perform from a distance, never interfere. Here I have got a panel of experts to speak on the subject of risk.....

Security is mostly superstition. It does not exist in nature.

Helen Keller

Don't play for safety; it is the most dangerous thing in the world.

Hugh Walpole

The chief danger in life is that you may take too many precautions.

Alfred Adler

If you don't risk anything, you risk even more.

Erica Jong

Ideal men have least leisure.

Man cannot discover new oceans unless he has the courage to lose sight of the shore.

André Gide

To get profit without risk, experience without danger is as impossible as it is to live without being born.

A.P. Gouthev

He that is overcautious will accomplish little.

Johann Friedrich Von Schiller

Security is a false god; begin making sacrifices to it and you are lost.

Paul Bowles

Too many people are thinking of security instead of opportunity. They seem more afraid of life than of death.

James F. Byrnes

The way to be safe is never to be secure.

A saying

Security is the mother of danger and the grandmother of destruction.

Thomas Fuller

A ship in port is safe. But that's not what ships are built for.

Grace Murray Hoppe

It is when we all play safe that we create a world of utmost insecurity.

Dag Mannarskjold

An idea that is not dangerous is unworthy of being called an idea at all.

Elbert Hubbard

In great straits and when hope is small, the boldest counsels are the safest.

Livy

Bravery escapes more dangers than cowardice.

Joseph Segur

Take the course opposite to custom and you will almost always do well.

Jean Jacques Rousseau

Nobody succeeds in a big way except by risking failure.

William Feather

Don't be afraid to take a big step, you can't cross a chasm in two small jumps.

David Lloyd George

He that is too secure is not safe.

Thomas Fuller

Better hazard once than always be in fear.

Thomas Fuller

Security is a kind of death.

Tennessee Williams

→ A mans dreams are the index of his greatness.

- Success is not permanent; neither is Failure.
- It takes a person who is wide awake to make his dream come true.
- You dont pay the price for success, you enjoy the price for success.
- No one lives long enough to learn everything they need to learn starting from scratch. To be successful, we absolutely, positively have to find people who have already paid the price to learn the things we need to learn to achieve our goals.

Chapter Ten

- You can express only what is in your consciousness.
- First do it, then say it.

→ Watch your thoughts, they become words,
Watch your words, they become actions,
Watch your actions, they become habits,
Watch your habits, they become your character,
Watch your character, it becomes your destiny.

Decision

- A mans dreams are the index of his greatness.
- You get out of life what you put into it, You have to keep practicing, keep on rehearsing & believe, Never give up believing in your dreams.
- In nature there are neither rewards nor punishments, only consequences.

First say to yourself what you would be, then do what you have to do.

There is no achievement without goals.

There is always, always, always something to be thankful.

Be absolutely determined to enjoy what you do.

Success seems to be largely a matter of hanging on after others have let go.

Flaming enthusiasm, backed up by a horse sense and persistence is quality that makes most frequently for success.

Indecision is the most effective way of wasting time and also a master key to failure.

You cannot have any success unless you can accept failure.

There is no failure only feedback.

No dreamer is ever too small; no dream is ever too big.

Believing in yourself is an endless destination.. Believing you have failed is the end of the journey.

- Fear starts to melt away when we start taking action towards our dreams.

Decision gives you instant power.
Decision gets you moving.
Decision gets things started.

People who cannot take decision cannot succeed. Because success requires action. We cannot take action unless we take decision. Whoever wishes to succeed must be decisive.

Therefore the key to success is take decision and take action.

The single act of making a decision clears the mind and increases the feeling of personal power almost immediately.

It is not that your every decision will prove to be right. Decision is a thing that can never be guaranteed to be perfect. Actually there is no such thing as a perfect decision.

Decision is always taken on the basis of available information. The possibility of decision going wrong always remains. Still decision has to be taken.

Successful people reach decision faster and do not change decisions frequently. Because again if one changes his direction every now and then, he will reach nowhere. Changing decision frequently is no different from being indecisive.

Ideal men have least leisure.

There is not much hope for an indecisive person.

So what's the secret? The secret is, be decisive. That's all. Nothing starts without decision. Decision is the starting point.

Indecision is debilitating. People who vacillate rarely succeed, if at all. Successful people are careful in reaching decisions and persistent thereafter. Greater risk is involved in postponing and vacillating than in making a wrong decision.

But remember, if we make up our mind in the morning only to change it in the evening, no success system can work for us. Unfortunate is the man who is habitually indecisive, for he will never succeed.

Unsuccessful people are indecisive.
Indecisive people are unsuccessful.

The man of decision cannot be stopped.
The man of indecision cannot be started.

> The percentage of mistakes in quick decision is no greater than in long-drawn-out vacillations.
>
> *Anne O'Hare McCormack*

lacking physical strength, especially as a result of age or illness.

> The longer I live, the more I am certain that the great difference between men, between the feeble and the powerful, between the great and the insignificant, is energy — invincible determination — a purpose once fixed, and then death or victory.
>
> *Sir Thomas Buxton*

→ Too powerful to be defeated or overcome.

- You can express only what is in your consciousness.

- Future belongs to those who believe in the beauty of their dreams.
- Never underestimate the potential and power of the human spirit.
- My philosophy in life is this: if we make up our mind what we are going to make of our lives, then work hard towards that goal, we never lose - somehow we win out.

Chapter
Eleven

- What seems impossible one minute, through faith, becomes possible next.
- Let your heart soar as high as it will. Refuse to be average.
- Only those who dare to fail greatly can ever achieve greatly.
- If you want a thing well done, do it yourself.

- The key to will power is want power. People who want something bad enough can usually find the will power to achieve.
- We all have the gift of unlimited potential.
- Our reach should exceed our grasp.

The power of Persistence

- The more goals you set the more goals you get.
- Unless you are willing to try, fail miserable, and try again success won't happen.
- There is no limit to what a man can achieve if he so believes this.
- Success is not permanent, neither is failure.

You can express only what is in your consciousness.

- Success is the state of mind. If you want success, start thinking of yourself as a success.

- The key to happiness is having dreams. The key to success is making your dreams come true.

Press on."

Nothing in the world can take the place of persistence.

Ray Kroc

- The first and the most important step towards success is the feeling that we can succeed.

- Enthusiasm is contagious - start an epidemic.

- Dont go through life, GROW through life.

- A man's dreams are the index of his greatness.

- Ideal men have least leisure

Never quit.

This is a simple formula of tremendous power.

Persistence is one quality that separates you from everyone else, It is your ability to continue when everyone else is giving up. The habit of persistence is the habit of success.

Perseverance is a magical talisman, before which difficulties and obstacles vanish into air. Persistence can be compared to the dropping of water which finally wears away the hardest stone.

Take a detour, if you must; adjust your plan if that is required, but do not give up. While on the way you might encounter such circumstances when giving up might seem the easiest option. That surely is an option, but not for you.

Failure is nothing to be ashamed of. Failure is nothing. It is only a step forward in the direction of success. But when you stop or give up trying because of failure, then you have really failed.

Some men give up, who knows, just before they were about to reach their goal. While some others obtain a victory by persisting and exerting their most vigorous efforts at that last decisive moment.

Ideal men have least leisure.

It doesn't matter how big or how tough a problem is. What matters is the one little step we take towards solution. One little step after another is what finally gets rid of the confusion and solves the problem.

Giving up is the ultimate tragedy.

Robert Donovan

Many of life's failures are people who did not realize how close they were to success when they gave up.

Thomas Edison

The first requisite for success is to apply your physical and mental energies to one problem incessantly without growing weary.

Thomas Edison

Keep going. There is no way you can fail. Men are born to succeed—not to fail.

Henry David Thoreau

All things are difficult before they become easy.

Sa'di

You can express only what is in your own consciousness;

- Why?
- Why not?
- Why not you?
- Why not now?
- Everything you want is on the other side of fear.
- Your ability will grow to match your dreams.

Never give in.
Never, never give in.

Winston Churchill

- Out of difficulties grow miracles.
- Reach for the moon. If you fall short at least you'll be among the stars.
- If you can't do it today what makes you think you can do it tomorrow.
- Our intentions create our reality.

- Spectacular achievement is always preceded by painstaking preparation.
- Hope doesn't guarantee anything, hard work does.
- Sometimes a winner is just a dreamer who never gave up.

Chapter Twelve

- What have you done today to help you reach your lifelong goals.
- If I can dream, I can act, If I can act I can become.
- Success is committing to give your best no matter what your circumstances.

- Somebody is always doing something what somebody else said couldn't be done.
- Take a risk; jump out of your comfort zone.
- Nothing happens unless first a dream

Giving

- Overcome fear by taking action.
- You can express only what is in your consciousness.
- Your talent is GOD's gift to you. What you do with it is your gift back to GOD.
- The greatest mistake you can make in life is to be continually fearing that you will make one.

You can express only what is in your consciousness.

The real secret to success is enthusiasm.

- Unless you have tried beyond something what you have already mastered, you'll never grow.

- One sound idea is all that you need to achieve success.

A man there was, and they called him mad;
the more he gave, the more he had.

John Bunyan

Never stand begging for something that you have the power to earn.

Remove failure as an option.

The difference between a successful person and the others is not lack of strength and not lack of knowledge, but a lack of will.

- A mans dreams are the index of his greatness.

Call it a master key to success, or call it what you will, but it is a law of nature, by breaking which it is impossible to succeed.

"THE LAW IS

Give more than what you are getting.
Give more than what you want to get."

There is perfect justice in nature, whatever you put in, you get out. The more you give, the more you get. Whatever you are reaping today is the result of what you have sown in the past.

If you want to reap more or different in future, you have to sow more or different today. For whatever one wants there is a price, which must be paid in full and in advance.

Nature doesn't care whether we break its laws or follow them. It only knows what is the end of what and gives only that. Our wishing, wanting, throwing tantrums does not change things.

Those who are obsessed with the thought of getting first are waiting to reap what they have never sown, you know what is in store for them.

One of the main reasons or probably the greatest reason for the failure is one's firm decision that he will do no more than what he is

The word can't is not in a successful man's dictionary.

paid to do. As soon as one starts thinking this, one starts repelling success.

The simple secret of getting more is:- Always do more than you are paid for and before you know it, you will end up being paid for more than you do.

Few years ago, I still remember hearing a person say, I only do that much as much I am paid to do, **not a bit more**. He emphasised 'not a bit more'.

Sometimes I come across this same fellow even now. It doesn't surprise me to find him in the same condition just as he was then.

Render more service than that for which you are paid and you will soon be paid for more than you render. The law of increasing returns takes care of this.

Napoleon Hill

Ninety-eight out of hundred of the rich men in America are honest. That is why they are rich.

Russell Conwell

No person was ever honoured for what he received. Honour has been the reward for what he gave.

Calvin Coolidge

A mans dreams are the index of his greatness.

We only get out of life what we put in. It is as simple as that. A little story below conveys the point well.

A simpleton walked into the bank, and said with the greatest of ease, 'I would like to draw out 10000 rupees please, ten notes of 1000 each will do, or twenty of 500'.

The cashier looked up and replied, 'Please pardon me Sir if I couldn't help grinning. But you can't take anything out, for you have never put anything in'.

First we sow. First we give. First we pay the price. **Then we reap.**

Take an example of our neighbouring country China. They won a hundred medals in the recently finished Beijing Olympics. China's performance left the world open-mouthed. But the question here is whether they were honoured first or they paid the price in terms of sweat and toil and diseipline first.

Imagine what they would have ended up with if they had opted for other easier alternatives such as the idea of going on strike or making demands.

Suppose they had gone directly to the Olympics committee and had put their dem...

before the committee like this, 'We have come from China. You must be aware of the population of our country. With this in view, we have concluded that we must get at least one hundred medals. You can use a calculator to check that our demand is not really unreasonable. Therefore, we would not accept anything less than a hundred medals. And if you say that we will have to work for it or pay for it, we are of course ready. We understand that too. But we will do so once we get back to China. First give us one hundred'.

You know what such a person as this will get. How emphatically or forcefully or convincingly he presents his demand is irrelevant. Because the question is not of using emphasis or force or anything while making a demand, the question is of giving first, paying first, sowing first - after which demands are not required.

You can express only what is in your consciousness.

- Ideal men have least leisure.

- A mans dreams are the index of his greatness.

It is a law of nature that whatever you give out must return to you with interest.

A few days before I came across an advertisement of a restaurant in a newspaper, the ad said that their great Thali cost Rs 100. And should you want to take it home in parcel, it will be only Rs 120, the ad continued.

This, I thought, is also an art - the art of remaining behind. Unsuccessful people happen to be the masters of this art.

As I was thinking this, I stumbled upon a leaflet of another restaurant, which put this difference even higher as if there was a competition over who charges more. Their idea was to make it forty rupees in place of the neighbour's 20, if you want it in parcel.

If discouraging people from doing something is your purpose behind charging more, it has some logic. But if looking for any and every opportunity to take more and more is your purpose, then up to now you know the fate of this thinking. If looking for taking more at every opportunity is your idea of getting more, you are in for a rude awakening.

There is another example of a man called Tom Monaghan who started a chain of restaurants

- In nature there are neither rewards nor punishments only consequences.

Scanned by CamScanner

Ideal men have least leisure

called Domino's Pizza. He said, 'Fresh, hot pizza delivered to your place in 30 minutes or less - OR FREE.'

Look at the wording. You can see success mentality in it. Unsuccessful people think differently. Their idea is never to get caught by giving such a solid word. What an idea! The idea of failure, I mean.

The secret of sure failure is

ASK FOR MORE .... always.
Do not let go a single opportunity to charge more.
And when it comes to giving,

give as less as you can.

All huge successes in business come as a result of giving – giving something different or better or faster or simpler or anything, but GIVING.

WANT MORE? GIVE MORE.

If you want to get more, you must first find a way to give more. If you try to do the opposite, you will only be frustrated.

> The only certain means of success is to render more and better service than is expected of you, no matter what your task may be.
>
> *Og Mandino*

That's not my job.

This is yet another toxic thought which far from benefiting the thinker pushes him away from success.

Never say or even think, that isn't my job. This is how the people with no future think and talk.

Your success in life will be in direct proportion to what you give after you give what is expected of you.

The problem in life is people wanting things first. Whenever people want to get first, they fail miserably – every time. Still there are those who persist in trying to reverse nature's law which says, to get, you must first give.

When you render more service or better service than that for which you are paid, you are the first person to be benefited thereby. When you do this you will find that the world is willingly paying you for more than you do.

If you are willing to perform more work than you are paid to perform, you can get along with but little schooling, little capital. You can overcome just about any obstacle that comes your way.

→ You can express only what is in your consciousness.

→ Achievement comes when you decide to live your possibilities.

→ The man who can drive himself farther once the effort gets painful, is the man who will win.

→ First do it, then say it.

Remember first you sow and then you reap.

→ The more goals you set, the more goals you get.

→ Failure is a success if we learn from it.

→ I dream for a living.

→ In nature their are neither rewards nor punishments; only consequences.

→ A mans dreams are the index of his greatness.

→ When you start to do what you love doing, you will never work another day in your life.

→ Continuous learning is the minimum requirement for success in any field!

→ Thought is the original source of all wealth, all success, all material gain, all great discoveries and inventions and all achievement.

The only way we can reap more is by sowing more.

→ Nothing can take place of persistence. Talent will not; Nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. "Persistence & determination alone are omnipotent"

→ We need men who can dream the things that never were.

Ideal men have least leisure

When we look at someone's success, for example when we look at the eight golds of Michael Phelps in the just finished Beijing Olympics, we are looking only at the result, only at the fruit. But the thing to note and remember is, there is no fruit without seed, no effect without cause.

For every action there is an equal and opposite reaction. If you want to receive more, **you first have to give more.**

Fortunate is the person who has learned the guaranteed way of getting by first giving whatever best he is capable of.

The single biggest barrier to success is the thinking that I'm not paid to do this, so I'll not do it. You meet such people every now and then but you have never met a single successful person whose thinking was this and you never will.

When you do only what you are paid to do, you have done nothing out of the ordinary. Therefore you can't expect back nothing out of the ordinary too.

Nobody was honoured with real and lasting success as a result of rendering as little service as possible and collecting for it as much as possible.

'Cause and effect, means and ends, seed and fruit, said Emerson, cannot be severed, for the effect already blooms in the cause, the end pre-exists in the means, the fruit in the seed.

'If you serve an ungrateful master, serve him the more. Put God in your debt. Every stroke shall be repaid. The longer the payment is withholden, the better for you; for compound interest upon compound interest is the rate of this exchequer.

'Men suffer all their life, under the foolish superstition that they can be cheated. But it is as impossible for a man to be cheated, by anyone but himself, as for a thing to be and not to be at the same time.

'There is a third silent party to all our bargains. Nature takes on itself the guarantee of fulfilment of every contract, so that honest service cannot come to loss'.

Emerson



The man who will use his skill and constructive imagination to see how much he can give for a dollar, instead of how little he can give for it, is bound to succeed.

Henry Ford

Always do your best and give more than you take.

Martina Navratilova

→ A mans dreams are the index of his greatness.

→ If you want to double your success rate, you need to double your failure rate.

- Tommorrow is now.

- The secret to success is to be ready when opportunity comes.

Chapter Thirteen

- Do extraordinary things, dont just dream them.

- We all have gift of unlimited potential.

→ You can express only what is in your consciousness.

- The word can't is not in a successful man's vocabulary.

- Become a possibilitarian. No matter how dark things seem to be or actually are, raise your sights and see the possibilities - always see them, for they are always there.

Habit

- "A man is a success if he gets up in the morning and goes to bed at night and in between does what he wants to do." - Bob Dylan - singer, song writer.

- Choose your dreams and leave your doubts behind.

- My will shall shape my future. Whether I fail or succeed shall be no man's doing but my own. I am the force; I can clear any obstacle before me, or I can be lost in a maze. My choice, my responsibility, win or lose, only I hold the key to my destiny

The best way to stop a bad habit is to never begin it.

James C Penney

Everything is habit-forming if it is repeated. Success too.

Habit is the most potent force in our life. Life is all about habits. Once you develop success-attracting habits, achieving success becomes a mechanical process.

Any act that is repeated, soon becomes a habit, and continues to get strengthened further with every new repetition.

If we develop a bad habit, we cannot escape its consequence. We may not like the consequence, but we will still get it. Because what we sow, we must reap - and reap the same thing we have sown. Habits we have today have been developed by ourselves.

Habits are best watched before they start taking root. Bad habits cannot be simply wished away or willed away. They need to be replaced by other habits.

Like a nail is driven out by another nail, habit is overcome by another habit.

One cannot break bad habits by sheer will power. As Mark Twain puts it, 'Habit is habit, and not to be flung out of the window by any man, but coaxed downstairs a step at a time'.

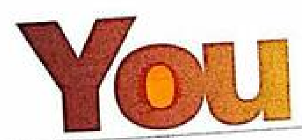
→ A mans dreams are the index of his greatness.

→ You can express only what is in your own consciousness.

→ Fear starts to melt away, when we start to take action towards our dreams.

Chapter

Fourteen



- You can express only what is in your Consciousness.
- The world makes way for a man who knows where he is going.
- You may have a fresh start at any moment you choose, for this thing we call failure is not falling down, but staying down.

Nothing will change until you do.

- Practice is just as valuable as a sale. The sale will make you a living; the skill will make you a fortune.

Success starts right where you are.
It starts with you.
You are the architect of your success.
It is all up to you to succeed or fail.

If you want things to change, you must change first. If you want things to improve, you must first improve. If you want your life to get better, you must get better first.

People are interesting. They go on doing exactly the same thing they did yesterday, hoping that things will miraculously get better, which does not happen.

It is very obvious and very simple that if you do the same thing again, you will get the same result again. Everybody understands this, accepts this, yet does the same thing again and expects different result, which will never happen.

People tend to blame others and their circumstances for what they are. Actually the opposite is true.

The story of gods

Buddhists have a little story relating to **the principle of power**, which goes like this:-

After creating man, gods were worried about the safety of **the principle of power**. They

were worried that by any chance if man got hold of it, things could become very difficult for them.

Gods could never afford to let this happen. So gods decided to call an urgent meeting. The question was where to keep the principle of power safe and away from man.

One god suggested, 'the best place to hide your principle of power is on the top of the highest mountain'.

Another god disagreed. He said, 'Sooner or later, man will get there, in that event we'll be ruined'. So I suggest the safest place to hide the principle of power will be the bottom of the deepest see.

Third god intervened by saying, 'I can't see much difference between the two ideas put forth, namely, the top of the mountain and the bottom of the sea.' 'So', he continued, 'if you listen to me, bury it deep into the earth'.

One wise old god, who was listening silently sitting at the back, stood up to make hispoint. He said, 'If hiding the principle of power from man is your serious interest, why not put it inside man himself. Man would never think of looking there'.

Upon hearing this, every god instinctively

knew that this was the real solution.

And the motion was carried.

The moral that can be drawn from this imaginary story is that you have everything you need to be a success.

Everything required to be a success is inside you. Most people find it hard to accept. They like to think that problems in their lives are because of others or external circumstances. But what one likes to think has nothing to do with what is.

When a good archer misses the mark, he turns and looks for the reason within himself. Your failure to hit is not the fault of the target; to improve your aim, improve yourself.

The fact is we are the primary architects of ourselves. We are what we are because of ourselves. We will be what we will be because of none but ourselves.

→ A man's dreams are the index of his greatness.

→ "Ideal men have least leisure"

Inside us is the answer.

Successful people look into themselves for the solution to their problems while the unsuccessful ones try to find it elsewhere where it isn't. And you know what happens when someone looks for something where it isn't.

There are no limits as to what you can do, be or have, except the ones you place on yourself.

If you think certain thing can be done, certain goal of yours can be achieved even if the entire world thinks otherwise, remember the entire world doesn't matter.

Let the whole world declare in chorus that it can't be done. Such declaration of the entire world not only doesn't matter but that's irrelevant too.

Everything, I mean literally every single thing you need to bring about your goal is INSIDE YOU. It is your integral part.

May I add, even if you should want to get this inherent power out of you, you will be helpless to do so. It's only by virtue of this inherent power have those who have achieved the impossible have done so.

You are where you are and what you are because of yourself. No one else.

- A man's dreams are the index of his greatness.
- You can express only what is in your consciousness.
- First do it, then say it.
- Ideal men have least leisure.
- In nature there are neither rewards nor ~~consequences~~ punishments; only consequences.

The one person whom it is most necessary to reform is yourself.

Ralph Waldo Emerson

→ The habit of persistence is the habit of victory.

→ It is not the mountain we conquer, but ourselves.

→ Always do your best. What you plant now, you'll harvest later.

→ To win you have to risk loss.

Nurture the dreams that will inspire you to go beyond your limits.

A man's dreams are the index of his greatness.

Chapter Fifteen

→ You can express only what is in your consciousness.

→ High expectations are the key to do everything.

→ The harder you fall, the higher you bounce.

→ Choose your dreams and leave your doubts behind.

Opportunity

→ Success is all in mind.

→ Real success is not having things, but having victory over yourself.

→ If what you did yesterday seems big, you haven't done anything today.

→ Failure is the path of least PERSISTENCE.

→ Hard work is the yeast that raises the dough.

Where does opportunity begin?

Opportunity begins exactly where you are; it's all around you.

Never, in the history of the world, has there been such unlimited opportunity as there is now for the person who is willing to give before trying to get. The world was never so teeming with opportunity as it is today.

Such is the fact. But there are people who will tell you that opportunities do not seem to come around their way. If you will study these people from near, you will notice that they are turning away the best opportunities every single day.

If you ask them why they are doing so, they will have the list of their excuses ready. These excuses may range from lack of money to government apathy to recession to anything.

But remember, lack of money is only an excuse.

Unlimited opportunities for success are everywhere. Only the people who are ready to fulfil others' needs are required.

New inventions, new discoveries, new innovations are breaking wide open on all markets. There is no shortage of opportunities, only shortage of people who are willing to give before trying to collect.

There was never such abundance of opportunities as there is today. You only need to

look around.

The future belongs to those who see possibilities before they become too obvious. The fastest way to be successful or get rich is to recognize opportunities and seize them before someone else does.

In the vast jungle of opportunities we must solve our own problems, we must find our own opportunities. This is because nobody knows us better than ourselves.

Life is a long line of opportunities. They multiply when seized and die when neglected.

Thought, not money, is the real business capital.

Harvey Firestone

To live at this time is an inestimable privilege, and a sacred obligation devolves upon you to make right use of your opportunities.

Grenville Kleise

Some see the difficulty in every opportunity; Some see the opportunity in every difficulty.

- You can express only what is in your consciousness.
- A man's dreams are the index of his greatness.
- Thoughts and ideas are the source of all wealth, success, material gain, all great discoveries, inventions and achievements.

Money never starts the idea;
it is the idea that starts the money.

William Cameron

No great man ever complains of want of opportunity.

Ralph Waldo Emerson

- If you realize how powerful your thoughts are, you would never think another negative thought.
- The happiness of your life depends upon the quality of your thoughts.

- If you cant do it today, what makes you think you can do it tomorrow.
- Wealth is the product of man's ability to think.
- When you think big your results are big.

Chapter Sixteen

- Beware when God lets loose a thinker on this planet - "Ralph Waldo Emerson"
- You must do things you think you cannot do.
- If you are not to think big, dont bother thinking at all.
- Successful people tend to become more successful because they are always thinking about their success.

- The price of excellence is discipline.
- The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor.
- The only way to excellence is to consistently improve yourself every single day.

Time

- Excellence is not being the best; it is doing your best.

You can express only what is in your consciousness.

If you continue to work hard success will follow you.

A man achieves according to what he believes.

It doesn't matter how big or how tough a problem is. What matters is the one little step we take towards solution. One little step after another is what finally gets rid of the confusion and solves the problem.

Time is the currency of the twenty-first century.

Do not play carelessly with time. No man can ever make up a second of lost time. The only real capital is time.

Most people would be shocked at the findings if they measured the amount of time they waste every single day.

Time moves on at its own pace regardless of whether we make use of it or not. Never take time for granted. All the money in the world can't buy back a moment.

Time is the one thing that can never be retrieved. The hours that are lost in idleness can never be brought back. The time is going to pass any way. The only question is how you use it.

Conditions can change in no time. The very next moment they could be different altogether. Value the current time. Make use. Get down to work immediately.

Always ask, what's the best use of my time right now. There will always be only one answer to this question. Your ability to answer this question accurately from time to time and getting down to that work immediately will play a very important role in your success.

Time Management

There are unlimited books on the subject of time management. You can buy them if you like. But if it is the essence or the practical part of it what you want, here it is.

Actually there is no such thing as time management. At least to me, time management is a big mysterious word. I don't know what it means to manage time.

But then you need not know everything. As long as you are getting results, that's okay.

Well, now coming to the point, I will presently give you the ultimate formula for stress-free working and making the most of your time.

It's so simple that it's almost possible to doubt its effectiveness. But then this entire book is simple. So you can believe it, or at least give it a try.

The fastest way to work without hurrying goes like this.

Just make a list of things to do - the most important things - a day before or say before going to bed. That's all.

Make a list of things to do. Then put it in order of importance. Go to bed. So simple.

The next morning pick up the list. Get down to the first thing on the list. Do not wait. Do not think. Do not even check the second item on the list. Only start work on the first item.

Instead of starting work immediately if you stop to rethink priorities, the whole purpose of list making the day before will be defeated.

All the thinking and rethinking about prioritizing should be done and finished when the list is being made.

Although exceptions may be possible at times, but if you are not alert, exceptions have a way of turning into rules.

Now finish the first thing. Take as long as you like. Do not hurry. As they say in Chinese, 'A hasty man drinks with a fork'.

Then go on to the next. Start work on it immediately. Do not check what the third item is. In this manner, continue till quitting time and do not worry if you could finish only a few of them. Take it easy. What are tomorrows for if everything must be finished today only? After all you started with the most important tasks.

Well now, give it a try.

An imaginary but real bank account

Imagine you have a bank account which is credited with a fixed amount of money in the morning every day without fail. Suppose a thousand rupees. The only condition being you can use the amount the same day because in the evening, the balance whatever it is, is not carried over to the next day, and your account balance becomes zero.

The next day in the morning, your account is credited back with one thousand rupees again automatically. Now you can use half of it or all of it or leave it unused. But remember, in the evening the balance will be zero again.

Not to worry, next morning thousand rupees again. Should someone have such an account what do you think they will do? What will most people do?

Most people will want to use the maximum amount if not all, because the remaining amount will not be of any use the next day.

Well, everybody has such an account. Though not of money, but of time. Every morning twenty-four hours are credited to your account. At the end of the day the balance is zero. The next morning twenty-four hours again.

Time is running. Make the most of it.

Do not squander time, for that is the stuff life is made of.

Benjamin Franklin

A man who dares to waste one hour of life has not discovered the value of life.

Charles Darwin

While we are postponing, life speeds by.

Seneca

Time is flying, never to return.

Virgil

- You can express only what is in your consciousness.
- Idial men have least leisure.

tempus fugit

is Latin for 'Time flies'.



Chapter
Seventeen



Think

- You can express only what is in your consciousness.

Machines should work, people should think.

IBM Slogan

If you are going through hell, keep walking.

Winston Churchill

People wish to learn to swim and at the same time to keep one foot on the ground.

Marcel Proust

A pound of worry won't pay an ounce of debt.

John Ray

The most important thing to do in solving a problem is to begin.

Frank Tyger

Friends are thieves of time.

Latin proverb



The past cannot be changed; the future is still in your power.

Hugh White

Those who make the worse use of their time most complain of its shortness.

Jean De La Bruyere

Procrastination is like using a credit card, it's lot of fun until you get the bill.

Christopher Parker

How many toil to lay up riches, which they never enjoy.

William Jay

No mistakes, no experience; no experience, no wisdom.

Stanley Goldstein

Not failure, but low aim is crime.

Ernest Holmes

If there was not God, there would be no atheists.

G. K. Chesterton

There are some things one can only achieve by a deliberate leap in the opposite direction.

Franz Kafka

Discoveries are often made by not following instructions; by going off the main road; by trying the untried.

Frank Tyger

If we could only make our hands move as actively as our tongues, what wonders we could accomplish!

John Wanamaker

What is all our knowledge worth? We do not even know what the weather will be tomorrow.

Berthold Auerbach

It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself.

Ralph Waldo Emerson

When you go to dig a grave for your enemy - dig two.

Chinese Proverb

I cannot give you the formula for success, but I can give you the formula for failure, which is: Try to please everybody.

Herbert Swope

All it takes is all you got.

Marc Davis

They are ill discoverers that think there is no land, when they can see nothing but sea.

Francis Bacon

All things are difficult before they are easy.

Edward Young

The only man who makes no mistakes is the man who never does anything.

Anon

The person who never made a mistake never made anything.

Anon

You must crawl before you can walk and run.

A saying

Anything worthwhile comes with a price.

Anon

Successful people sacrifice short-term pleasures. Unsuccessful people indulge in them.

Anon

Whoever created the name life insurance had to be the sales genius of all time.

Robert Half

Arrogance is the fastest way down.

Anon

Chapter

Eighteen

You can express only what is in your consciousness

The End Is Just Another

Beginning

The fastest way to pass your own expectations is to add passion to your labour.

You can express only what is in your own consciousness.

Teacher opens the door, but you must enter by yourself.

Chinese proverb

There surely was nothing new in this book. But then you need nothing new to succeed either. What you need to succeed is already in you. Only that we need to be reminded, sometimes need to be reassured. This is what this book was about.

Finally, the purpose of this book was not to teach you something new but simply to awake you to the fact or remind you of the fact that if you want something **you can get it**. You have the power to bring it about.

The message of the book was simple and clear. Have a goal clear as crystal. Make a plan. If you think you can, know that you will - irrespective of simply anything that can happen along the way, and also irrespective of what the world thinks.

The book's job is just about to finish, yours is just about to begin.

We have seen that we live in an age - such a wonderful age where success and opportunity is available to all of us, but the ones that achieve success are those who take action. Knowledge, as they say, is power - isn't actually so **unless put to use**.

Plenty of unsuccessful people have actually more information and knowledge than

some of the most successful people. But success is more about action. Knowing is not enough as you very well know. The practical application of knowledge is what is.

This being the case, I think I shouldn't take more of your time and stop here so that you can begin.

So now go for it, bring things about, let the world see what you are worth – but only through results, not words.

Wish you good luck and wish you every success.

- It takes a person who is wide awake to make his dream come true.
- You can often measure a man by the size of his dreams.
-

- A winner never stops trying.
- Impossibility is an opinion not a fact.
- To learn you have to listen, to improve you have to try.
- The body achieves what the mind believes.

Send your feedback

If you have something to say after reading this book, we would be grateful to you if you could find time to write it to us. You can send your feedback or suggestion through a letter on the following address :- Salaam Chaus, 110, Jafar Nagar, Nagpur, Maharashtra. Pin 440013.
Or mail it to salaamchaus@ymail.com

- If you are not going to think big dont bother to think at all.

- What you declare you will achieve.
- Set your goals high and dont stop until you reach there.
- Within our dreams and aspiration we find opportunities.
- You gotta have a dream! If you dont have a dream how are you make a dream come true?

Do your best, forget the rest.

- What distinguishes us from others is our dreams and what we do to make them come it about.
- Work like you dont need money, love like you have never been hurt, dance like nobody is watching.
- A man's dreams are the index of his greatness.

→ A man's dreams are the index of his greatness.

→ A mans dreams are the index of his greatness.

